

Message Text

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63

ACTION COME-00

INFO OCT-01 AF-05 EUR-06 ISO-00 EB-05 DRC-01 RSC-01 /019 W

----- 110270

R 021643Z JUL 74

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 1742

INFO AMEMBASSY LAGOS

UNCLAS LONDON 08268

FOR COMMERCE BIC/OED

E.O. 11652: N/A

TAGS: BEXP, ETRD, UK

SUBJECT: POSSIBLE MAJOR EXPORT OPPORTUNITY

1. THE EMBASSY HAS BEEN APPROACHED BY AMCIT JOHN COYNE WHO CLAIMS TO BE ACTING INFORMALLY FOR A VERY LARGE U.K. CONSTRUCTION FIRM (WHICH HE PREFERS NOT TO IDENTIFY) IN SEEKING U.S. SOURCES OF SUPPLY FOR A BROAD RANGE OF NEW CONSTRUCTION AND RELATED EQUIPMENT. COYNE IMPLIED AMERICAN EQUIPMENT GENERALLY PREFERRED. COYNE'S LENGTHY LIST OF THE COMPANY'S NEEDS INCLUDES MAJOR EARTHMOVING MACHINERY, TRUCKS, JEEPS, TRACTORS, CRANES, GENERATORS, ETC. HE STATES THE EQUIPMENT MUST BE NEW, MUST BE FOR DECEMBER 1974 DELIVERY AND SHOULD INCLUDE A THREE-YEAR SUPPLY OF PARTS. ACCORDING TO COYNE, THE EQUIPMENT WILL BE USED ON A LARGE IRRIGATION PROJECT IN NIGERIA.

2. WHILE WE HAVE NO REASON TO DOUBT COYNE'S BONA FIDES, THE EMBASSY IS UNABLE TO VOUCH FOR FOR HIS REPRESENTATIONS. LIKELY HE IS SEEKING TO EARN A FINDER'S FEE INDEPENDENTLY AND FOR THIS REASON IS RELUCTANT TO REVEAL THE NAME OF THE U.K. COMPANY CONCERNED. WE HAVE LEARNED FROM OTHER SOURCES THAT A MAJOR IRRIGATION PROJECT IS IN FACT IN PROSPECT IN NIGERIA, BUT WE HAVE NO INFORMATION ON THE CONTRACTORS INVOLVED. EMBASSY LAGOS' COMMENTS IN THIS RESPECT WOULD BE WELCOMED.

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3. ACTION REQUESTED: UNLESS OBJECTIONS ARE PERCEIVED,

SUGGEST THIS EMBASSY BE PROVIDED PERTINENT INFORMATION
ON U.S. FIRMS WHICH WOULD BE PREPARED TO FILL ALL OR
PART OF SUCH A LARGE CONSTRUCTION EQUIPMENT ORDER.
ANNENBERG

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